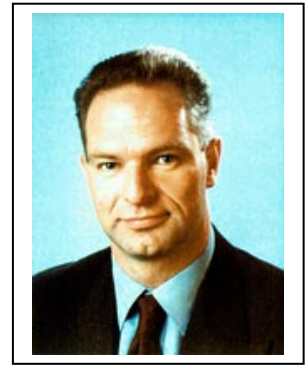


RÉSUMÉ

Florian Bauch
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CAREER OBJECTIVE:

To extend my international management role in the field of automotive electronics.
To assume profit center responsibility.

WORK EXPERIENCE:

- 1998 to present Senior Marketing Manager for the Powertrain Electronics business unit (670m DM turnover). In charge of the generation of the business plan, competitive analysis, and market studies. Core member of benchmark team.
- 1997 to 1998 Responsible Advanced Purchaser for the Powertrain Electronics business unit. Co-ordination of all new projects and the purchasing dept. for an optimization of cost effective design (Applied target costing). Running the ratio programs for current projects.
- 1995 to 1997 Group leader (six direct reports), ECU-concepts & generic test for Engine Management Sys-tems. Project Manager for Multi Chip Module. Technical coordinator for all request for quotations (worldwide) and technical interface to customers in the acquisition process. Member of a team to introduce Target Costing Methods at Siemens Automotive.
- 1992 to 1995 Project Manager in Toulouse/Regensburg reporting to the technical director, budget responsibility 8.5m DM, core team 5 engineers, extended team \cong 20 persons, involves design of hardware, software, test, and product strategy.
German corporation, system supplier of automotive electronics in Regensburg, Germany and Toulouse, France.
- 1989 to 1992 Design Engineer
at the european design center of Motorola Automotive Industrial Electronics Group, supplier of automotive electronics in Frankfurt/Main, Germany. In charge of design, product validation and support at the start of production of engine management control units.

EDUCATION:

- cont'd -

- 1980-1989 Electrical Engineering
Fachhochschule (Technical College) Darmstadt
Degree: Diplom-Ingenieur (Bachelor of Engineering)
- Final thesis: Design of a knock control circuitry based on a piezo-electric sensor (Grade: A)**
- 1971-1980 Humboldt Gymnasium (High School), Bad Homburg
Final examination: "Abitur" (Grade: B)

SPECIAL SKILLS:

Management: Coordination of projects in the field of engine management systems targeting a common family of products. Optimization of material cost and engineering resources
Setting up project teams, defining requirements and specifications
Good communications skills and a talent for presentations to customers
Entrepreneurial drive
Next to my professional activities, I attended an abbreviated study course on business administration involving strategic management, organization and leadership, planning of marketing strategies.

- Engineering: Analog simulation using "SPICE" based programs, CAD tools for documentation and schematics
- Data processing: PC and workstation based equipment and the associated Software such as Winword, Access, Excel, Powerpoint, Visio, Outlook, Superproject

LANGUAGES:

- | | |
|---------|---------------------------|
| German | Native language |
| English | Fluent (oral and written) |
| French | Fluent (oral) |
| Spanish | Basic knowledge |

PERSONAL DATA:

Date of birth 14.07.60
Single
Health: excellent
Hobbies: sports (squash, badminton, boardsailing, swimming),
Dancing, traveling, reading, listening to music.

REFERENCES:

References will be furnished upon request